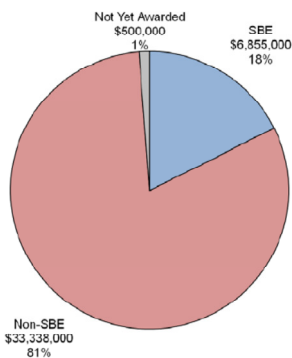




SMALL BUSINESS UPDATE

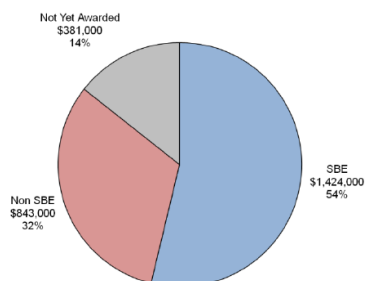
Volume 1. Issue 3. May 15, 2015

Director's Orders Force Account/ELB



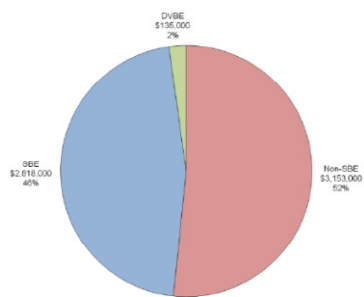
Total Force Account: \$41,093,000

District Director's Orders Force Account



Total Force Account: \$2,648,000

District Office FLS/BMS Project



Percent of Expended: \$6,107,000

CONSTRUCTION: As of May 1st, there are 139 ongoing District 4 construction contracts valued at almost \$4.2B, including three contracts for demolition of the Bay Bridge.

There are currently 20 construction contracts that are being advertised with a value of over \$80M; 8 contracts with bids opened and awaiting award with an estimated value of \$29.5M; 5 projects valued at \$110.7M awarded since last report; 14 contracts valued at \$62.6M ready to go to CTC for allocation prior to being advertised; and 7 contracts valued at almost \$57.6M going through the District review process.

MAINTENANCE: As of April 21st, there are 26 Director's Orders valued at \$41M with 18% awarded to SBEs; 81% awarded non-SBEs; and 1% Not Yet Awarded. Because our Small Business Council expressed interest, we are tracking utilization in the Director's Order Emergency Contract valued at \$6.7M for replacement of our Building Fire Life Safety System. This contract was not awarded to a small business, but the prime contractor has fulfilled its utilization commitments to us. As of April 21st, 46% of the \$6.1M expended has gone to small businesses and 2.2% to DVBEs.

We also have 12 District Director's Orders valued at \$2.6M with 54% awarded to SBEs; 32% to non-SBEs; and 14% Not Yet Awarded. In response to the California Drought, District 4 has issued 3 Director's Orders valued at \$5.7M for installation of smart controllers for our landscaping. All these three contracts were awarded to Small Businesses. There were no additional contracts awarded since last report.

DESIGN: Currently, there are 5 Minor B projects valued at \$876K that are being delivered utilizing the simplified process. For the 14/15 FY we have identified 2 contracts totaling \$491K not funded from the Minor B Program to be advertised under the simplified process.

A&E: We have 7 A&E contracts executed recently, valued at \$23M, as well as 3 non-A&E contracts valued at \$4.9M, for public outreach and tree removal. Our 3 upcoming new A&E contracts are valued at \$13.7M. And there are 3 upcoming new non-A&E contracts valued at \$5.2M, one of which is for SFOBB biological monitoring. We have 41 active, federally-funded A&E contracts valued at \$125M with 26.26% non-UDBE; 8.89% UDBE; and 35.03% DBE. Our also 13 active, non-federally funded A&E contracts are valued at \$142M with 10% DVBE and 40.5% SBE.

DBE Statistics for A&E Contracts as of April 21, 2015:

Total proposed DBE Goal:	25.39%	Total DBE achieved to date:	35.03%	Statewide DBE goal:	12.5%
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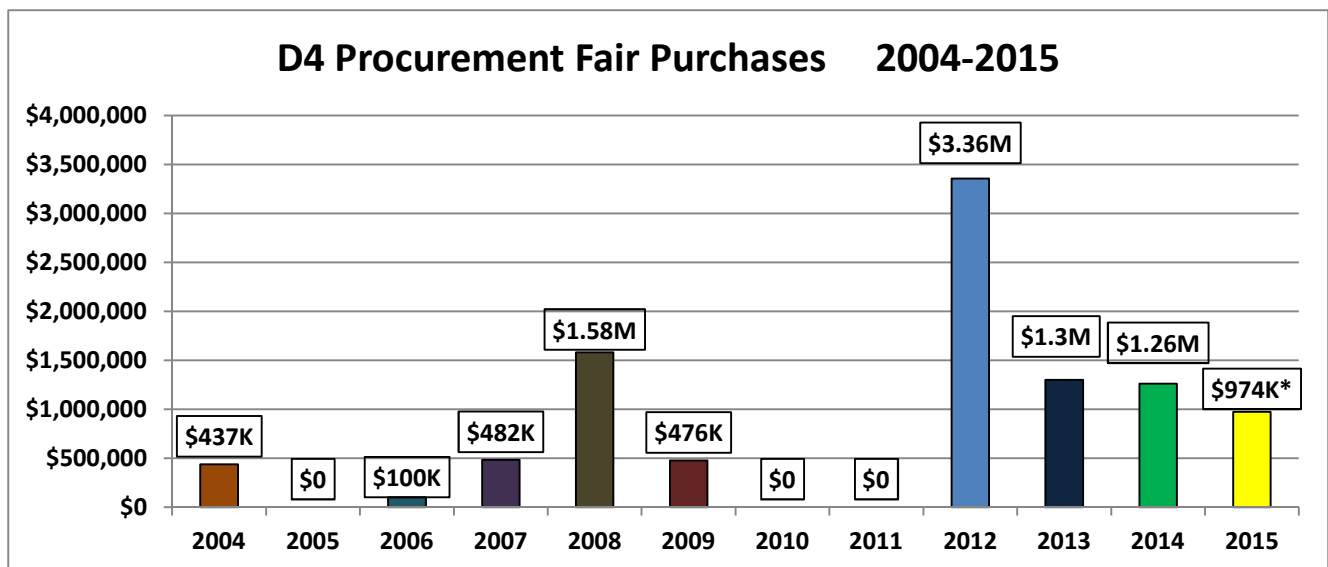
DVBE, SBE Statistics for A&E Contracts as of April 21, 2015:

Average proposed DVBE Goal:	4.63%	Total DVBE achieved to date:	9.88%	Statewide DVBE aspirational goal:	5%
Average proposed SBE Goal:	32.76%	Total SBE achieved to date:	40.53%	Statewide SBE aspirational goal:	25%

CONTRACT FOR DELIVERY: For FY 14/15 we have developed our contract for delivery (CFD) which is the District contract with the Director to have 78 contracts valued at \$397M, plus another 23 highway maintenance (HM) contracts valued at \$28M. As you can see, the number of projects has increased and the overall value decreased, which reflects greater opportunities for participation of small businesses as prime contractors on these contracts.

SMALL BUSINESS: The District held a Procurement Fair on March 25th, the first of two fairs scheduled for this year. The final total purchases is \$973,936. We had 55 vendors and 94 Cal-Card holders at the Procurement Fair. Over the last 10 and a half years, District 4's Procurement Fairs have generated a total purchase value of about \$10M despite of our lack of funding and inability to hold a fair in 2005, 2010 and 2011. While the 10 year average is \$831K, typical fairs generate about \$1.2M per event.

A Small Business Outreach was held by District 4 on January 28th in partnership with the Alameda Small Business Development Center (SBDC) and Nor-Cal FDC. The topics covered were upcoming contracting opportunities with Caltrans; public works contracts; bonding and insurance; training opportunities; bidding; and getting certified. There were 29 small businesses in attendance. On March 20th, the Small Business Program represented District 4 at the 2015 Contractors and Suppliers Expo hosted by the Turner Group. For upcoming outreach events, please contact Adriana Harris at (510) 286-7110. Also, our website at <http://www.dot.ca.gov/dis4/smallbusiness> is a great resource to register for events online and download past outreach presentations.

D4 Procurement Fair Statistics

*First of two Procurement Fairs scheduled for 2015

CALMENTOR PROGRAM AWARDS: The Annual Caltrans District 4 Calmentor Program Awards Luncheon held on May 5th honored advocates for small business and offered small businesses the opportunity to meet and greet senior public transportation agency managers and larger engineering firms. Small business Calmentor members represented all 9 Bay Area counties. “Top 50” firms included California-based AECOM (#1), Jacobs (#2), URS Corporation (#3), Parsons (#13), Stantec (#22), T.Y. Lin (#44), CH2M HILL (#5), Parsons Brinkerhoff (#12), Arcadis (#15), HNTB (#21), Stantec (#22), and TRC Solutions (#30). Executive officers from partnering agencies Alameda County Transportation Commission, BART, the Golden Gate Bridge, Highway and Transportation District, the Metropolitan Transportation Commission, the Santa Clara Valley Transportation Authority, and the San Francisco Municipal Transportation Authority (Muni) were in attendance as well. The Caltrans District 4 management team hosted the event which drew a total of 162 individuals.

2015 Transportation Infrastructure Small Business Advocate Award: The Caltrans District 4 Calmentor Program Steering Committee presented to Governor Brown and Lt. Governor Newsom this award bestowed on individuals who have demonstrated a strong commitment to innovative business development initiatives designed to propel small business toward future economic success.

2015 Outstanding Public Agency Partner Award: The Committee presented this award to Andrew Fremier, Deputy Executive Director, Metropolitan Transportation Commission (MTC), and Sylvester Fadal, Deputy Director of HR and Diversity Programs, Santa Clara Valley Transportation Authority (VTA).

Annual Caltrans District 4 Calmentor Program Mentor Firm Acknowledgement Awards: Caltrans District 4 Director Bijan Sartipi and D4 Calmentor Chairperson James Dickey presented Mentor Firm Acknowledgement Awards to Calmentor Program members. This award is presented to large architectural and engineering firms for mentoring small businesses. The award is tiered (Platinum, Gold, Silver, and Bronze) based on the number of protégé firms (small businesses) a mentor firm has successfully graduated from the Caltrans District 4 Calmentor Program. Harris & Associates, Inc. received the Silver Award for successfully graduating four small firms. PSOMAS Engineering, Inc. received the Bronze Award for successfully graduating two small firms.

Caltrans District 4 Calmentor Program Protégé Firm Graduation Certificates: This award acknowledges small firms that have successfully graduated from the program. Three protégé firms were awarded a graduation certificate for reaching this business development milestone: Adanta, Inc.; CBL Professional; and Designlab 252.

